

Message Text

UNCLASSIFIED

PAGE 01 JAKART 10858 040835Z

12

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W
----- 089043

P R 040710Z SEP 75
FM AMEMBASSY JAKARTA
TO USDOC WASHDC PRIORITY
INFO AMEMBASSY MANILA
AMEMBASSY SINGAPORE
AMCONSUL HONG KONG
SECSTATE WASHDC 0087

UNCLAS JAKARTA 10858

E.O. 11652: N/A

TAGS: BBSR, PP

SUBJ: GLOBAL MARKET RESEARCH BIDS FOR BUILDING
PRODUCTS AND CONSTRUCTION EQUIPMENT STUDY

REF: (A) JAKARTA 10354; (B) HONGKONG 9699;
(C) SINGAPORE 3682; (D) MANILA 12230

1. EMBASSY BELIEVES INFOCRAT ASSOCIATES RECOMMENDED
REF (D) DECIDEDLY LESS WELL QUALIFIED CONDUCT JAKARTA
STUDY THAN NUSA CONSULTANTS RECOMMENDED REF (A). FOLLOWING
RECEIPT REF (D) EMBASSY CONTACTED LOCAL INFOCRAT OFFICE,
WHICH HAD NOT RPT RESPONDED TO JAKARTA BID INVITATION.
EMBASSY LEARNED THAT INFOCRAT (ESTABLISHED 1972) HAS
CONDUCTED ONLY SIX PREVIOUS MARKET STUDIES IN JAKARTA,
NONE OF WHICH ARE RELATED TO BUILDING PRODUCTS AND
CONSTRUCTION EQUIPMENT FIELD. FIELDS OF PREVIOUS STUDIES
ARE CONSUMER PRODUCT RELATED, AS APPEARS CASE WITH
BACKGROUND JAKARTA STAFF, WHICH CONSISTS ONE LAWYEAR, TWO
PSYCHOLOGISTS, ONE MARKET PSYCHOLOGIST. INFOCRAT INDICATED
THEY WOULD CONTRACT OUTSIDE PERSONNEL CONDUCT USDOC STUDY.

2. APPARENT LATE SUBMISSION TO MANILA OF INFOCRAT BID FOR JAKARTA
ALSO COULD DAMAGE EMBASSY JAKARTA'S FUTURE RELATIONS WITH OTHER
BIDDERS SHOULD INFOCRAT BID BE SELECTED OVER LOCAL
INDONESIAN FIRMS WHO ARE OBVIOUSLY QUALIFIED, MET BID
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DEADLINE, AND OFFERED COMPETITIVE PRICE.

3. MANILA PLEASE REPEAT TO JAKARTA MANILA 11640 MENTIONED
REF (D).

4. USDOC PLEASE REPLY REF (A) CONFIRMING POSTPONEMENT
SCHEDULE FOR BID AWARDS, ETC.
NEWSOM

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NNN

Message Attributes

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Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
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Errors: N/A
Film Number: D750305-0686
From: JAKARTA
Handling Restrictions: n/a
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Legacy Key: link1975/newtext/t19750985/aaaacwyi.tel
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Margaret P. Grafeld
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